



March 7, 2015

TO: ALL POTENTIAL OFFERORS

RE: RFP 4660-0-2015/WT – **Replacement of existing Advanced Traffic Management System Video Wall, Amendment 2**

Due: March 18, 2015, 2:00 p.m. EST

The above referenced RFP is hereby amended to include the following:

1. Regarding the video display retrofit on the wall - can the City provide details on the existing cube mount system?
 - Reference page number 7 in the RFP document
 - The existing cube mount system are six (6) rear projection cubes that are mounted in a standalone vertical chassis that extends down to the concrete floor below the 'raised computer room floor. It is self-supportive.
2. Video Wall Controller - will the City accept scaler technology as part of the wall controller solution?
 - No, the RFP indicates an enterprise solution.
3. Existing workstation integration - will the City be willing to upgrade video cards, memory, etc. of the existing systems in the event they are incapable of displaying the IP dome video streams or if they fall below the software manufacturer's minimum system requirements?
 - As noted in the Technical Requirements (Attachment G), the selected Offeror shall coordinate with the City for the procurement of server hardware and licensed server operating system and database software. The proposed computers (servers) will be specified by the project Offeror and procured by the City. For reference, the City's current Information System's environment standards can be found in Attachment AA.
 - The existing workstations in the Smart Traffic Center are Dell Precision T5500 (3) and one (1) T5600. These four (4) Workstations are configured with 64-bit processors and 16 GB Installed memory (RAM) and 465 GB of storage capacity. There are additional workstations configured to the Advance Traffic Management System that have 32-bit processors with less Installed memory and less storage capacity.
4. Existing workstation integration - will the City accept a web client application on the less capable 32-bit systems, as opposed to the full 64-bit client application?



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- Provide specific detail for this in the proposal for any client based software that differs between 32-bit and 64-bit applications. If client software is different, the proposal shall have a migration solution from 32-bit to 64-bit workstations for future upgrade and retainage of client licenses at no cost to the City.
5. Will this fall under the Buy American Act?
- Yes
6. We are asking to limit our liability to the contract sum or our insurance, whichever is greater.
- If you are stating your company would like to propose something different then requested, please address in your "exclusions" section.
7. Video management system - could the City elaborate on the need to downgrade H.264 video to the outdated MPEG-4 standard (page 30 of 144) - is this capability necessary as all workstations and wall controller are required to be upgraded to the new software/decoding solution?
- The City is looking for an Enterprise solution that can handle multiple encoding platforms and provide the ability to transcode to different platforms to maintain compatibility with certain legacy output platforms until such time as they can be upgraded in the future.
8. Does the City provide full gigabit Ethernet connection to all workstations, servers, and the video wall controller?
- Reference page 34 of 144. The proposed Ethernet switch will be specified by the project Offeror and procured by the City. However, extending past the Cisco 3550 switch, it is unknown if "all" of the workstations will have a gigabit Ethernet connection.
9. Please provide information on the City's Smart Traffic Center software for encoder/decoder integration. Particularly who has developed this software?
- There is no need to be concerned with the existing STC software. The proposed encoders/decoders need to be integrated with the proposed DVMS software and hardware. This is a stand-alone solution. Vendor solutions should ensure compatibility amongst all the elements that are being proposed.
10. Encoder/Decoder specification - will the City accept other stream selection applications than the outdated SAP discover method? This was primarily supported by MPEG-2 devices and has been deprecated in most H.264 devices.
- Yes, with the consideration that the output standards shall be of open standard and not proprietary. Offerors shall indicate proposed method within their proposal.



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11. Encoder/Decoder specification - will the City accept High Definition solutions in lieu of the standard definition solutions listed in the specifications?
 - o Yes, with the consideration that the output standards shall be of open standard and not proprietary.
12. Offerors' shall submit Mandatory Item pricing using the attached pre-formatted Excel spreadsheet file. (We don't have this file)
 - o Please see attached.
13. Could you please specify what kind of mount the city would like for the CCTV dome camera?
 - o No cameras are proposed to be installed under this project.
14. The RFP made clear that the javelin switch is to be removed. Does the City have a preference between a solution that digitizes the analog video signals in the field or centrally in the server room?
 - o The City prefers that the solution of this RFP digitizes the analog video signals and data (PTZ, etc.) centrally in the server room. The City is currently upgrading our communication to the traffic signals and the CCTV cameras to Cisco Ethernet switches. However, not all locations in the field have been upgraded at this time. In the future the City will relocate the Encoders to the field using City staff. The Javelin video switch is no longer manufactured and there is no longer any maintenance management options. The intent of the RFP is for the DVMS to replace the video switch capability.
15. Section G.3.b explains that traffic video will be accessible by "other clients outside of the network". Can this requirement be expanded upon, specifically touching on the following:
 - o Definition of remote clients (1st responders, general public, state TMC etc)
 - o An estimate on peak demand (simultaneous video clients) when all 'other clients' are considered
 - o Network infrastructure. Will the 'other clients' be making use of existing City LAN architecture, or will WAN/Internet infrastructure be relied upon? If WAN/Internet, will existing services be leveraged or will new service contracts be required?
 - o Remote Clients would be State TOC's and the general Public. VDOT has approached Norfolk to host our arterial camera images on their VDOT 511 internet application. We would also like to have our video images available from our City-WEB application. However, this will probably be an icon on a GIS map that would launch to the VDOT hosted images. However these video feeds would only be images with no pan, tilt, or zoom capabilities. In the future we may make use of an app for the public to view CCTV Images on their personal devices.



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- This will depend on how many City employees view the Division of Transportation CCTV cameras. The DVMS server will be part of the City's LAN/WAN Network and those with approved access will be able to view the images.
 - The 'other clients' will be accessing the video over the internet
16. Can the City elaborate on the requirement for the DVMS to re-distribute unicast video into multicast (as stated in section G.3.b, part ii, section 'interface')?
- The City is still evaluating whether unicast or multicast will be deployed in the field network (once deployed by the City).
 - The City may choose to unicast video from field cameras/encoders to the DVMS, and the City wants the ability to re-distribute them to multiple destinations using multicast.
17. Can the City explain if the requirement of supporting 500 clients is a realistic estimate? If so, does this number reflect peak or baseline usage? Also, how many video streams per client is expected?
- The number of clients is based on a distribution to public works, public safety, schools division dispatch, other City Departments' staff around the City, and VDOT's 511. The majority of end users/clients are anticipated to stream 1-2 videos at a time. Offerors' proposals shall identify and describe the proposed system's constraints and scalability.
18. Do we need to do DBE Good Faith Efforts at all, if we are not subcontracting any part of the job?
- This project is Federally Funded and therefore it has a goal requirement for DBE participation. VDOT has set this goal at 5% DBE participation. The form needs to be completed for both prime and subcontractors.
19. Looking through the RFP we came across this mandatory item pricing statement but we can't find the file or spreadsheet.
- Offerors shall submit Mandatory Item pricing using the attached pre-formatted Excel spreadsheet file. (We don't have this file)
 - This spreadsheet is included in the Addendum
20. We can't find what the payment terms are?
- Measurement and payment terms are identified with each element (e.g. Video wall controller measurement and payment can be found on page 29 of 144 of the contract)
 - **Invoice and net 30 days.**
21. We are an \$100 million Privately held international AV firm. The owners are not willing to open their books for a \$100,000 to \$150,000 opportunity. Is this a deal breaker?



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- Please explain 'not willing to open their books'.
- In accordance with 49 CFR Part 26 and VDOT's DBE Program requirements, the Contractor, for itself and for its subcontractors and suppliers, whether certified DBE firms or not, shall commit to complying fully with the auditing, record keeping, confidentiality, cooperation, and anti-intimidation or retaliation provisions contained in those federal and state DBE Program regulations. By bidding on this contract, and by accepting and executing this contract, the Contractor agrees to assume these contractual obligations and to bind the Contractor's subcontractors contractually to the same at the Contractor's expense.

22. Can you clarify "section LL Cooperative Purchasing"?

- "According to the VPPA, "Any public body may participate in, sponsor, conduct, or administer a cooperative procurement agreement on behalf of or in conjunction with one or more other public bodies, or public agencies or institutions or localities of the several states, of the United States or its territories, the District of Columbia, or the U.S. General Services Administration, for the purpose of combining requirements to increase efficiency or reduce administrative expenses in any acquisition of goods and services." Other public bodies are able to ride this contract to purchase the same type of service.

23. Must fill out DBE Good Faith Efforts form. Goal is 5%. Do we really have to provide proof of advertisement for jobs? And names of agencies we used?

- As noted in the form C-49: "If the DBE goal established for this Contract has not been met or VDOT requests the submittal thereof, the bidder is required to submit Good Faith Efforts as outlined in this document."
- This is a VDOT and State of Virginia requirement.

24. We won't have to work with unions on this will we?

- This is not required **by** this contract or VDOT, State of Virginia nor the City of Norfolk.

25. We respectfully asked that Liquidated Damages be removed from this RFP

- These relate to the terms and condition of the contract. Based on negotiations the Offeror will identify their expected Project Duration. The liquidated Damages only come into play if the Offerors exceeds the contract agreed duration.

26. The RFP states that Payment and Performance Bonds will be needed. Is this necessary to be purchased or not.

- Yes, it is required to be purchased.



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27. As the City is moving from analog to IP streams, please indicate all encoder/IP camera make and models that will be available in the system beyond the new encoders being provided in this RFP.
- No cameras are being provided as part of this contract. The City's current cameras are Cohu iDome analog models.
 - The Division of Transportation has standardized our specifications to the COHU Helios 2720 or equivalent. The Smart Traffic Center currently has drivers for the COHU cameras. All future CCTV Cameras will be IP Video. We do not currently have any encoders in our network. Our current CCTV cameras are analog. All of our analog CCTV cameras are the COHU I-Dome cameras.
28. As the City is moving from analog to IP streams, please indicate IP stream information such as multicast or unicast, MPEG2, MPEG4, or H.264, and IP stream bandwidth for each encoder/IP camera to be available in the system beyond the new encoders being provided in this RFP.
- No cameras are being provided as part of this contract. The only encoders/decoders presently identified are those proposed by this contract. Preference will be for H.264 formatted video initially to be provided with this contract setup.
 - We have attached a copy of our CCTV Surveillance Cameras specifications.
29. Regarding the hole in the wall after the video cubes are removed; will the City be closing it off, will the offeror be required to close it off, or will it remain open?
- Amend G.1.a iii. The Offeror is expected to add the following:
 - The Contractor shall modify and extend the existing raised flooring in the equipment room to close openings between the existing floor and the video display wall. The floor tiles and hardware shall be consistent in color and function with the existing raised floor. Contractor to include necessary materials and framing to close gaps with the proposed wall versus the existing cubes. These will be incidental to the Video Wall Display pay item.
30. Please explain the exact scope of work the City expects in the 12 hour period referenced on page 26, section G.1.a.iii?
- The Offeror will NOT be held to this 12 hour period referenced on page 26. This has been relaxed due to the condition of the existing Video Wall.
 - Since the video wall is not functioning at this time, Offerors shall propose schedules for removal of the existing and installation of the proposed system that minimizes disruption to operations staff.
31. Section G.2.iii states the "controller shall be replaced with the main video display wall within one overnight period, after 6pm and before 6am..." which contradicts



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section G.1.a.iii that states “the displays shall be replaced within one workday period, after 6am and before 6pm.” Please clarify.

- The Offeror will NOT be held to this 12 hour period referenced on page 26. This has been relaxed due to the condition of the existing Video Wall. The control room and computer room are available from 6am to 6pm.
- Since the video wall is not functioning at this time, Offerors shall propose schedules for removal of the existing and installation of the proposed system that minimizes disruption to operations staff.

32. Please explain what the “video tour functionality for the Cox CH46 feed” is and what the requirements are. Video handoff interface requirements? Tour requirements?

- The Cox Norfolk Traffic Channel 46 video (COX46) feed is currently comprised of a tour that cycles through traffic camera video streams with a set interval and rotation that can be manually adjusted for camera/video input of all our arterial CCTV Camera images. The DVMS should have the capability to program the order and display duration of the video images sent to COX, to any of the Video Wall Displays, or the Flat Panel LED Video Displays. The current duration of the images sent to Cox is 4.5 seconds per image. The handoff interface is presently an analog feed to Cox modulation equipment.

Questions from the pre-proposal

33. Servers for the DVMS are being provided by the City, what about proprietary controllers?

- Aside from the video wall controller, proprietary computing equipment shall not be used. City will provide computer servers as noted in the technical requirements.

34. Do you currently use VMS software?

- Digital video management system is not currently used. The only video software in use in the STC is for managing the analog Javelin matrix switcher. The existing video cube wall was managed by Synelec, but did not possess digital distribution capabilities. **There is no expectation to integrate with the existing traffic signal software QuicNet.”**

35. Will you release the type of cameras you currently use?

- All of our analog video cameras are COHU iDome. All of our planned IP cameras are to be COHU Helios 2720.

36. What is being used to stream video through the VDOT cameras?

- VDOT is no longer offering streams over the fiber interface with the City, and has indicated that Cities will gain access through the 511 network interface.



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37. Who makes the streaming appliance?

- There currently is no streaming appliance.

38. Is VOTR provided by VDOT?

- The VOTRs are provided by the City and currently installed as shown in the "FIGURE 1: VIDEO NETWORK CUT-OVER ARCHITECTURE" on page 34 of 144.

39. How many cameras do you have?

- 30 presently.

Additional questions submitted:

40. Page 30 G.3.B.II interface 2): What are the expected field sources of multiple video?

- The City is still evaluating whether unicast or multicast will be deployed in the field network (once deployed by the City).
- The City may choose to unicast video from field cameras/encoders to the DVMS, and the City wants the ability to re-distribute them to multiple destinations using multicast.

41. Can encoders be used to receive and distribute Multicast video?

- The encoders are to be capable of receiving analog video and encoding it to unicast and multicast video. However, the DVMS will be the primary gateway for disseminating video. See response to previous question.

42. Interface 6): Can variable bit rate be used to adjust high and low band width H.264 instead of transcoding video?

- No.

43. Page 32 G.F. Interface:2) How many of the existing video streams, are analog/IP PTZ and analog other?

- All 30 are pan-tilt-zoom analog cameras.

44. Page 32 G.5.i – What is the City's Smart Traffic Center (STC) software that DV encoders and DV decoders need to be compatible with or does this refer to new DVMS software?

- The proposed encoders/decoders need to be integrated with the proposed DVMS software and hardware. This is a stand-alone solution. Vendor solutions should ensure compatibility amongst all the elements that are being proposed.

45. Page 33: What existing software decoders are available for sending video to EOC?



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- No software decoders are currently being used to send video to the EOC. The current feed comes from the analog matrix switcher. The proposed video decoders on this contract are intended to maintain an equivalent connection to the EOC after completion.
46. Page 35: Are any existing STC encoders/decoders available for reuse consistent with page 35 specs?
- Not completely sure of the context to this question. However, please note that the DV encoders are specified to be field-hardened so that they can be reused and placed in the field cabinets by the City during Ethernet upgrades (by others in the future).
47. Page G.10 4) and 5) – The 100% discount on repair parts and labor during two year period and optional periods essentially provides unpredictable costs, partially labor. Manufacturer warranties typically do not cover labor costs to repair or replace equipment. Will the City be willing to negotiate uncovered labor costs?
- Offerors shall factor those assumptions into proposals.

This Addendum has the following attachments: Sign-in sheet from pre-proposal, pictures 1-8, pricing template, section 860 and layout. If you have any questions, feel free to give me a call at 757-664-4021 or email me at wendy.turner@norfolk.gov

Signature: _____
(Offeror)

Sincerely,

A handwritten signature in cursive script that reads "Wendy Turner".
Wendy Turner

